

Message Text

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PAGE 01 ABU DH 02042 281113Z

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FM AMEMBASSY ABU DHABI

TO USDOC WASHDC

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USDOC FOR CAGNE

E.O. 11652: N/A

TAGS : BEXP, SA

SUBJECT: COUNTRY FINANCED TECHNICAL SERVICES - GROUNDWATER
RESOURCES SURVEY FOR ABU DHABI

REF: USDOC 12425, USDOC 12435

1. AMBASSADOR AND EMBOFF COURTNEY CALLED ON SHAIKH SUROOR JULY 27 TO GIVE HIM NAMES OF FIRMS INTERESTED IN WATER SURVEY AND AS RESULT THIS CONVERSATION WE HAVE SOMEWHAT CLEARER IDEA OF HOW HIS PROJECT RELATES TO WATER SURVEY FOR ABU DHABI EMIRATE WHICH DEPARTMENT OF WATER AND ELECTRICITY (WHICH SHAIKH SUROOR HEADS) HAS INVITED TENDERS FOR. LATTER IS TO BE A COMPREHENSIVE, SYSTEMATIC STUDY OF WATER RESOURCES THROUGHOUT EMIRATE FOR WHICH THEY WOULD LIKE TO CONSIDER PROPOSALS FROM NUMBER OF FIRMS (ABU DHABI 1816). IN MEANTIME SHAIKH SUROOR WANTS, ON URGENT BASIS, THE SERVICES OF AN AMERICAN FIRM WHICH HAS PROVEN CAPABILITY IN THIS FIELD AND EXPERIENCE IN OPERATING IN DESERT TERRAIN TO CONDUCT SURVEY INCLUDING DRILLING PROGRAM IN CERTAIN DESIGNATED AREAS OF ABU DHABI EMIRATE HINTERLAND--I.E. THE AREA BORDERING ON THE RUB AL-KHALI. THIS IS REASON HE ASKED SPECIFICALLY ABOUT AMERICAN FIRM WHICH ALLEGEDLY DID THIS WORK SOME TIME BACK ON THE SAUDI SIDE OF THE RUB AL-KHALI. SUROOR BELIEVES THIS FIRM WOULD HAVE NOT ONLY THE REQUISITE EXPERIENCE BUT POSSIBLY DATA WHICH WOULD BE RELEVANT TO SURVEY ON ABU DHABI SIDE OF BORDER. TWO PROJECTS ARE NOT NECESSARILY RELATED (I.E. TWO TOTALLY DIFFERENT

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PAGE 02 ABU DH 02042 281113Z

FIRMS COULD WELL BE CHOSEN TO CARRY THEM OUT) BUT IT SEEMS LBVIOUS

THAT FIRM SELECTED TO DO SUROOR'S URGENT PROJECT WOULD BE IN EXCELLENT

POSITION TO BID ON THE OVERALL WATER SURVEY IF IT SO DESIRED.

2. ACTION REQUESTED: ALTHOUGH "NORTH SAUDI ARABIAN" WATER SURVEY WOULD NOT SEEM TO DESCRIBE RUB AL-KHALI, PARSONS OBVIOUSLY QUALIFIED AND WHEN WE MENTIONED ITS NAME SUROOR IMMEDIATELY SAID THIS WAS FIRM HE WANTED TO DEAL WITH. WOULD THEREFORE APPRECIATE IT IF DOC COULD GET IN TOUCH WITH PARSONS AND ASCERTAIN IF THEY ARE INTERESTED. IF THEY ARE, FIRM SHOULD SEND SOMEONE OUT HERE AS SOON AS POSSIBLE TO SPEAK WITH SUROOR, WHO PLANS TO BE IN ABU DHABI ALL SUMMER. SUROOR MADE IT CLEAR THAT ON "RUB AL-KHALI PROJECT" HE IS NOT SEEKING COMPETITION AMONG FIRMS BUT RATHER WISHES TO CHOOSE QUALIFIED FIRM THAT HE CAN NEGOTIATE CONTRACT WITH. AS FIRST STEP HE WISHES TO SIT DOWN WITH REPRESENTATIVE OF COMPANY WHO IS FAMILIAR WITH REGION TO SHOW HIM AREAS IN WHICH HE WISHES SURVEY TO BE CONDUCTED. HE HOPES FIRM WOULD BE ABLE GIVE HIM PRICE TAG FOR THIS FAIRLY QUICKLY AND THEN NEGOTIATE CONTRACT WITH HIM.

3. WITH RESPECT TO PROJECT FOR COMPREHENSIVE WATER SURVEY FOR ABU DHABI EMIRATE, WE MENTIONED TO SUROOR INTEREST OF SEVERAL US FIRMS IN PROJECT BUT THAT AT LEAST ONE (STATE 12435) HAD ASKED FOR EXTENSION OF DEADLINE FOR SUBMISSION OF BIDS. SUROOR SAID HE WOULD SPEAK TO MAN IN DWE HANDLING THIS PROJECT ABOUT POSSIBILITY OF EXTENDING DEADLINE.
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